

Jennifer L. Williams-Carpenter, MA, CFRE

PROFESSIONAL SUMMARY

Hospital philanthropy and nonprofit executive with 20+ years building and leading a hospital foundation to advance capital and program priorities for a public safety-net medical center. Trusted partner to Boards of Directors and senior hospital leadership, with strengths in comprehensive fundraising, governance, fiscal management, and community engagement. CFRE credentialed; experienced securing federal and philanthropic funding, developing cases for support, and strengthening operational infrastructure to improve donor experience and measurable impact.

CORE COMPETENCIES

- Foundation CEO leadership; nonprofit administration; board partnership and governance
- Comprehensive fundraising strategy (annual fund, major gifts, grants) and donor stewardship
- Hospital/community relations, executive presentations, tours, and communications collaboration
- Budgeting, staffing plans, fiscal controls, compliance, and risk management
- Strategic planning participation; philanthropic prioritization; cases for support development
- Grant acquisition and reporting (federal/state and private foundations); outcomes evaluation
- Systems and process improvement (Blackbaud Raiser's Edge; cloud tools; data management)

PROFESSIONAL EXPERIENCE

Natividad Medical Foundation, P.O. Box 4427, Salinas CA 93912

Salinas, CA

President and CEO

2018-Present

- Lead Foundation strategy and operations in partnership with the Board of Directors and Natividad leadership, aligning philanthropy with hospital-identified capital and program needs.
- Set fundraising goals, strategies, and measurement frameworks with the Board to secure annual unrestricted operating support and restricted funding from individuals, foundations, corporations, and public sources.
- Oversee budgeting, staffing plans, and fiscal operations; guide policies/procedures and best business practices for Board and Foundation operations in alignment with applicable laws and regulations.
- Serve as chief community representative; cultivate donor and community relationships, facilitate tours and presentations, and support marketing/communications efforts that build visibility and trust.
- Secure and steward complex funding, including 13 consecutive years of HRSA Ryan White Part C Early Intervention Services grants (2004-present) and a SAMHSA SBIRT grant supporting the Family Medicine Residency Program.

Director of Development

2002-2018

- Built comprehensive fundraising and grants programs, including donor/prospect systems, policies and procedures, and case development to support hospital priorities.
- Secured and managed multi-source grants and initiatives, including diabetes prevention programming with statistically significant positive outcomes (20 of 22 measures), over \$250,000 for Language Access initiatives, and support to establish Natividad's first Palliative Care Program.
- Improved transparency and outcomes reporting, achieving Candid (formerly GuideStar) Platinum Seal of Transparency.
- Led operations and technology optimization (cloud migration; CRM conversion from Exceed! to remotely hosted Blackbaud Raiser's Edge; secure information management) and supported Board governance initiatives and education.

EARLIER CAREER

Expert Researcher, The Graham Consulting Group (2002) | Executive Assistant, Glendale Presbyterian Church (1998-2002) | Executive Assistant, Salerno Vocational Consulting (1998-2002) | Research Assistant, Youngstown State University (1997)

COMMUNITY LEADERSHIP

- Hartnell College Foundation - Executive Board Member; Finance Committee (Present)
- Salinas Valley Chamber of Commerce Foundation - Board Member (Present)
- Girls, Inc. of the Central Coast - King City Advisory Committee; Past Board Member (Present)
- Salinas Valley Chamber of Commerce - Chair, Board of Directors; Chair, Government Relations; Chair, Nominating Committee (2019-2025)

EDUCATION

Master of Arts, Fuller Theological Seminary - Pasadena, CA

Bachelor of Science, Youngstown State University - Youngstown, OH | Summa Cum Laude (GPA 3.95)

CREDENTIALS AND PROFESSIONAL DEVELOPMENT

- Certified Fund Raising Executive (CFRE)
- Administrative and Fiscal Requirements of Federal Grant Awards (Portland, OR)
- Blackbaud Raiser's Edge Administrator Training; Blackbaud ResearchPoint Administrator Training
- Nonprofit Leadership Summit (2016) | Microsoft Project (Project Management)

PROFESSIONAL AFFILIATIONS (current)

Cancer Alliance (Advisory Member) | Natividad Medical Center Diabetes Education Center Advisory Board